

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

July 9, 1998

RJR Account #154180

Mr. J. Derigo
DERIGO SALES
(For Weekly Salem Distribution)

SALEM TEAR TAPE PROMOTION #800438: AUGUST

Dear John:

Attached are weekly August orders for Salem .30¢ Tear Tape product. Customer List will be provided by RJR Manager, K. Jurgensen. *This product is being shipped @ .30¢ off-invoice.*

<u>WEEKLY PRODUCT PO#s</u>	<u>ARRIVAL DATES</u>	<u>EFT \$ AMOUNTS</u>
PO # SWK1	7/27/98	\$1,623.04
PO # SWK2	8/3/98	\$1,623.04
PO # SWK3	8/10/98	\$1,623.04
PO # SWK4	8/17/98	\$1,623.04

BRAND STYLES SHIPPED WEEKLY

<u>UPC Code</u>	<u>SALEM</u> <u>BRAND STYLE</u>	<u>#/ (6M) Cases</u> <u>@ .30¢ Off</u>
12300-24194	Full Flavor	2
12300-24195	Full Flavor 100	1
12300-24196	Light	1
12300-24197	Light 100	1

*Cancelled
C. Club
8/4/98*

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

l/c

cc: K. Jurgensen
R. Duszynski
Wholesaler Packing Instructions

AUGSALE.DOC

51845 6928

Derryo = 154180

"X-TRA" QUANTIES OF SALEM TEAR TAPE NEEDED
FOR "Derryo, Menthol/City PROGRAM"

(6m cases)

PO #5

BEGIN -

7/27/98

SWK 1

7/27/98

SWK 2

8/3/98

SWK 3

8/10/98

SWK 4

8/17/98

MONTHLY
TOTALS

SM 85

SM100

LTMS

LTMS

TOTALS

2

1

1

1

5

↓

↓

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↓

↓

↓

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↓

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↓

↓

8

4

4

4

20

extra

4

4

4

extra

51845 6929

Pake extra from McLane to cover
~~100000~~
Klein (Check w/Boston for
extra)

effective
 01/27/98
 (for August)
 4 → 1000
 1998

"SALEM TEAR TAPE"

CHAN = SADO GAS (1260-00-00)
SUPPLIER = DERIGO (154180)

NAME

SADO GAS

SIS #
 (CHAN is
 1260-00-00)

MGS

M100

Lm85

Lm100

Total

All

15
LOCATIONS

497268	12	10	20	10	<u>52</u>
765413	12	10	20	10	<u>52</u>
128642	12	10	20	10	<u>52</u>
357756	12	10	20	10	<u>52</u>
488478	12	10	20	10	<u>52</u>
579726	12	10	20	10	<u>52</u>
620303	12	10	20	10	<u>52</u>
683061	12	10	20	10	<u>52</u>
764711	12	10	20	10	<u>52</u>
764723	12	10	20	10	<u>52</u>
764734	12	10	20	10	<u>52</u>
765363	12	10	20	10	<u>52</u>
788813	12	10	20	10	<u>52</u>
357767	12	10	20	10	<u>52</u>
514559	12	10	20	10	<u>52</u>

This is
 the "VAP"
 changes!
 6/25/98

51845 6930

K31 - BPEK31S1 STUB ACCOUNT QUANTITIES 15 OF 15 06/25/98 - 16:08:35.0

Terr	Acct	Name	City	VAP	Chn	Oppor	Sugg	Rev	Extra	Msg
162601	497268	STOP N GAS #11	NIAGARA	Y	Y			12		
162601	765413	SADO GAS #7	LOCKPORT	Y	Y			12		
162603	128642	STOP N GAS #4	WEST SEN	Y	Y	3	3	12		
162603	357756	STOP N GAS #2	BUFFALO	Y	Y	1	1	12		
162603	488478	STADIUM MOBIL #	ORCHARD	Y	Y	1	1	12		
162603	579726	STOP N GAS #9	WEST SEN	Y	Y			12		
162603	620303	STOP N GAS #6	HAMBURG	Y	Y	1	1	12		
162603	683061	STOP N GAS #14	LACKAWAN	Y	Y			12		
162603	764711	STOP N GAS #10	BUFFALO	Y	Y	1	1	12		
162603	764723	STOP N GAS #12	HAMBURG	Y	Y	1	1	12		
162603	764734	STOP N GAS #1	BUFFALO	Y	Y	1	1	12		
162603	765363	STOP N GAS #13	HAMBURG	Y	Y	12	12	12		
162603	788813	STOP N GAS #15	HAMBURG	Y	Y	1	1	12		
162606	357767	YORKSHIRE SERV	YORKSHIR	Y	Y			12		
162606	514559	MACHIAS MINI MA	MACHIAS	Y	Y			12		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
 Quit Retrn QTY UPDT SRCH BKWD FRWD TOTL Main

Salem *dt*

51845 6931

K31 - BPEK31S1 STUB ACCOUNT QUANTITIES 15 OF 15 06/25/98 - 16:09:38.1

Terr	Acct	Name	City	VAP	Chn	Oppor	Sugg	Rev	Extra	Msg
162601	497268	STOP N GAS #11	NIAGARA	Y	Y			10		
162601	765413	SADO GAS #7	LOCKPORT	Y	Y			10		
162603	128642	STOP N GAS #4	WEST SEN	Y	Y	1	1	10		
162603	357756	STOP N GAS #2	BUFFALO	Y	Y	1	1	10		
162603	488478	STADIUM MOBIL #	ORCHARD	Y	Y	1	1	10		
162603	579726	STOP N GAS #9	WEST SEN	Y	Y			10		
162603	620303	STOP N GAS #6	HAMBURG	Y	Y			10		
162603	683061	STOP N GAS #14	LACKAWAN	Y	Y			10		
162603	764711	STOP N GAS #10	BUFFALO	Y	Y	1	1	10		
162603	764723	STOP N GAS #12	HAMBURG	Y	Y	1	1	10		
162603	764734	STOP N GAS #1	BUFFALO	Y	Y	1	1	10		
162603	765363	STOP N GAS #13	HAMBURG	Y	Y	2	2	10		
162603	788813	STOP N GAS #15	HAMBURG	Y	Y	1	1	10		
162606	357767	YORKSHIRE SERV	YORKSHIR	Y	Y			10		
162606	514559	MACHIAS MINI MA	MACHIAS	Y	Y			10		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

Quit Retrn QTY UPDT SRCH BKWD FRWD TOTL Main

*Salem
Lt 100*

51845 6932

K31 - BPEK31S1 STUB ACCOUNT QUANTITIES 15 OF 15 06/25/98 - 16:10:24.3

Terr	Acct	Name	City	VAP	Chn	Oppor	Sugg	Rev	Extra	Msg
162601	497268	STOP N GAS #11	NIAGARA	Y	Y	1	1	20		
162601	765413	SADO GAS #7	LOCKPORT	Y	Y			20		
162603	128642	STOP N GAS #4	WEST SEN	Y	Y	3	3	20		
162603	357756	STOP N GAS #2	BUFFALO	Y	Y	1	1	20		
162603	488478	STADIUM MOBIL #	ORCHARD	Y	Y	3	3	20		
162603	579726	STOP N GAS #9	WEST SEN	Y	Y			20		
162603	620303	STOP N GAS #6	HAMBURG	Y	Y	3	3	20		
162603	683061	STOP N GAS #14	LACKAWAN	Y	Y			20		
162603	764711	STOP N GAS #10	BUFFALO	Y	Y	1	1	20		
162603	764723	STOP N GAS #12	HAMBURG	Y	Y	1	1	20		
162603	764734	STOP N GAS #1	BUFFALO	Y	Y	1	1	20		
162603	765363	STOP N GAS #13	HAMBURG	Y	Y	21	21	20		
162603	788813	STOP N GAS #15	HAMBURG	Y	Y	1	1	20		
162606	357767	YORKSHIRE SERV	YORKSHIR	Y	Y	1	1	20		
162606	514559	MACHIAS MINI MA	MACHIAS	Y	Y			20		

Enter--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
 Quit Retrn QTY UPDT SRCH BKWD FRWD TOTL Main

Salem Lt

51845 6933

K31 - BPEK31S1 STUB ACCOUNT QUANTITIES 15 OF 15 06/25/98 - 16:11:09.0

Terr	Acct	Name	City	VAP	Chn	Oppor	Sugg	Rev	Extra	Msg
162601	497268	STOP N GAS #11	NIAGARA	Y	Y				10	
162601	765413	SADO GAS #7	LOCKPORT	Y	Y				10	
162603	128642	STOP N GAS #4	WEST SEN	Y	Y	2	2		10	
162603	357756	STOP N GAS #2	BUFFALO	Y	Y	1	1		10	
162603	488478	STADIUM MOBIL #	ORCHARD	Y	Y	2	2		10	
162603	579726	STOP N GAS #9	WEST SEN	Y	Y				10	
162603	620303	STOP N GAS #6	HAMBURG	Y	Y				10	
162603	683061	STOP N GAS #14	LACKAWAN	Y	Y				10	
162603	764711	STOP N GAS #10	BUFFALO	Y	Y	1	1		10	
162603	764723	STOP N GAS #12	HAMBURG	Y	Y	1	1		10	
162603	764734	STOP N GAS #1	BUFFALO	Y	Y	1	1		10	
162603	765363	STOP N GAS #13	HAMBURG	Y	Y	6	6		10	
162603	788813	STOP N GAS #15	HAMBURG	Y	Y	1	1		10	
162606	357767	YORKSHIRE SERV	YORKSHIR	Y	Y	1	1		10	
162606	514559	MACHIAS MINI MA	MACHIAS	Y	Y				10	

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Quit Retrn QTY UPDT SRCH BKWD FRWD TOTL Main

Salem
25 100

51845 6934